

Southern Light



futureproof fiber®

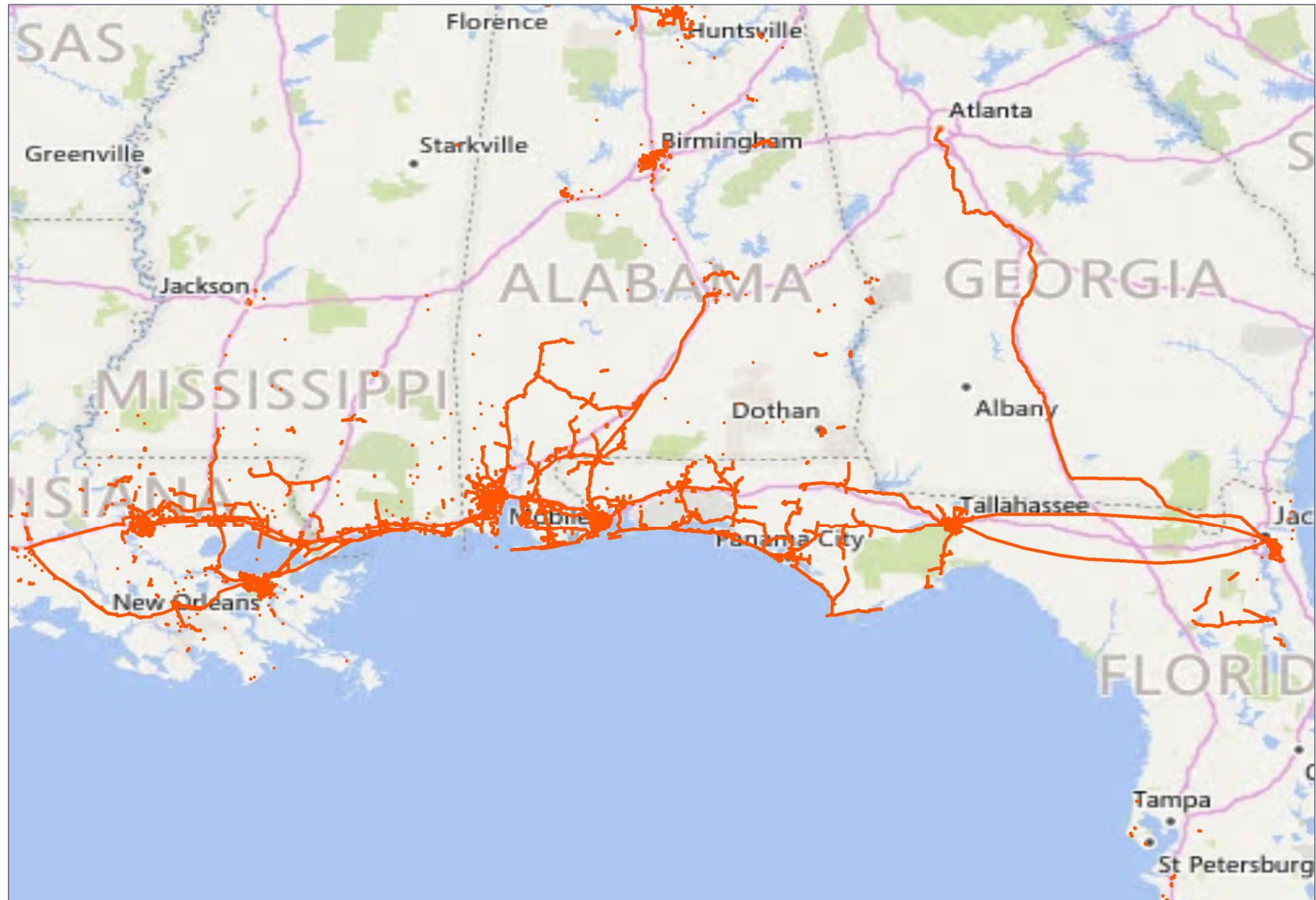
Introduction to Southern Light

- Leading provider of fiber optic infrastructure solutions in the Southeast
- One of top 10 largest pure fiber infrastructure providers in the US
- Focused on delivering highly reliable, customized last-mile solutions to our region
- Unrivalled reach across LATA, franchise and municipal boundaries along the Gulf Coast
- Networks built on strong foundation for growth with high fiber counts and dynamic network design (>\$300 million invested to date)



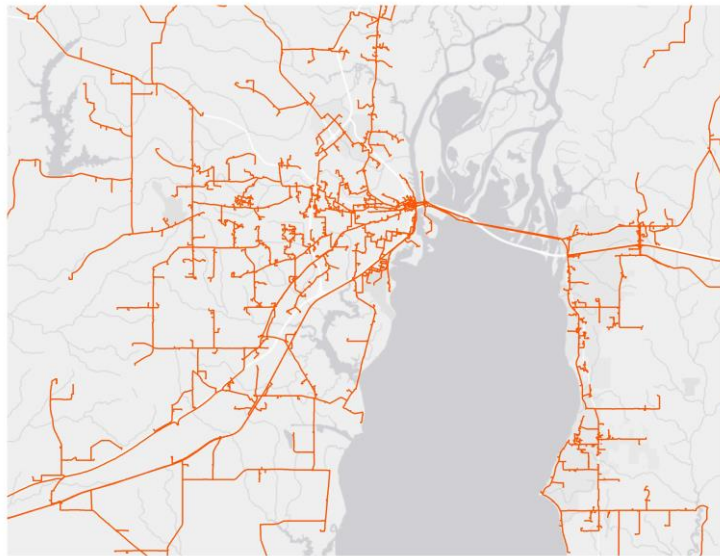
Current Network Overview

- Southern Light's network is unparalleled across the Gulf Coast Region

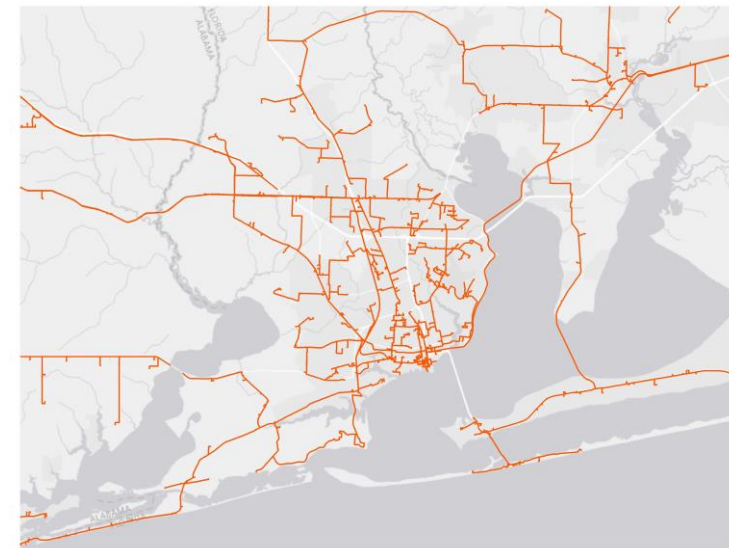


The value of the network is in the unique last-mile fiber routes within attractive markets.

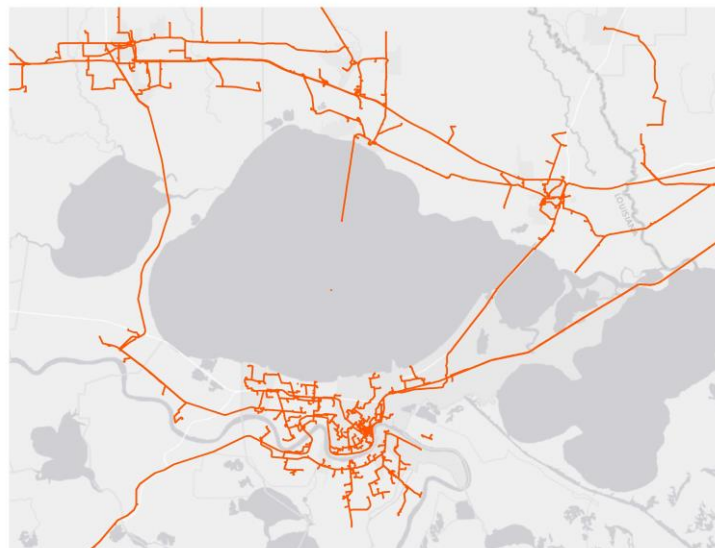
Mobile, AL



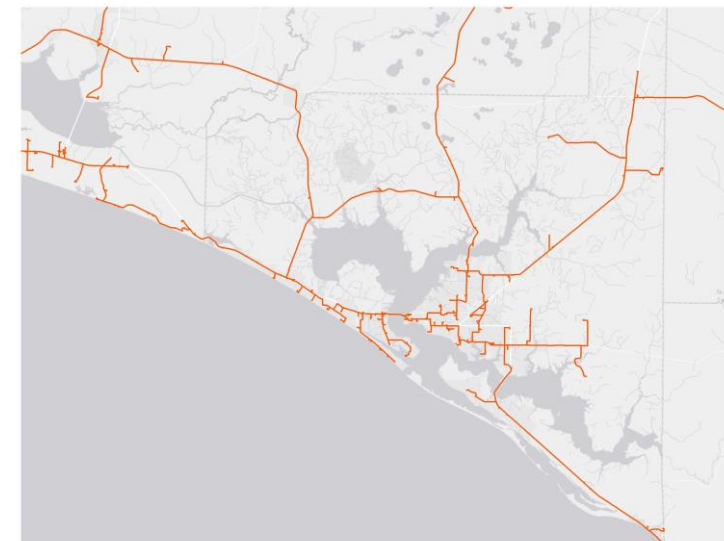
Pensacola, FL



New Orleans, LA



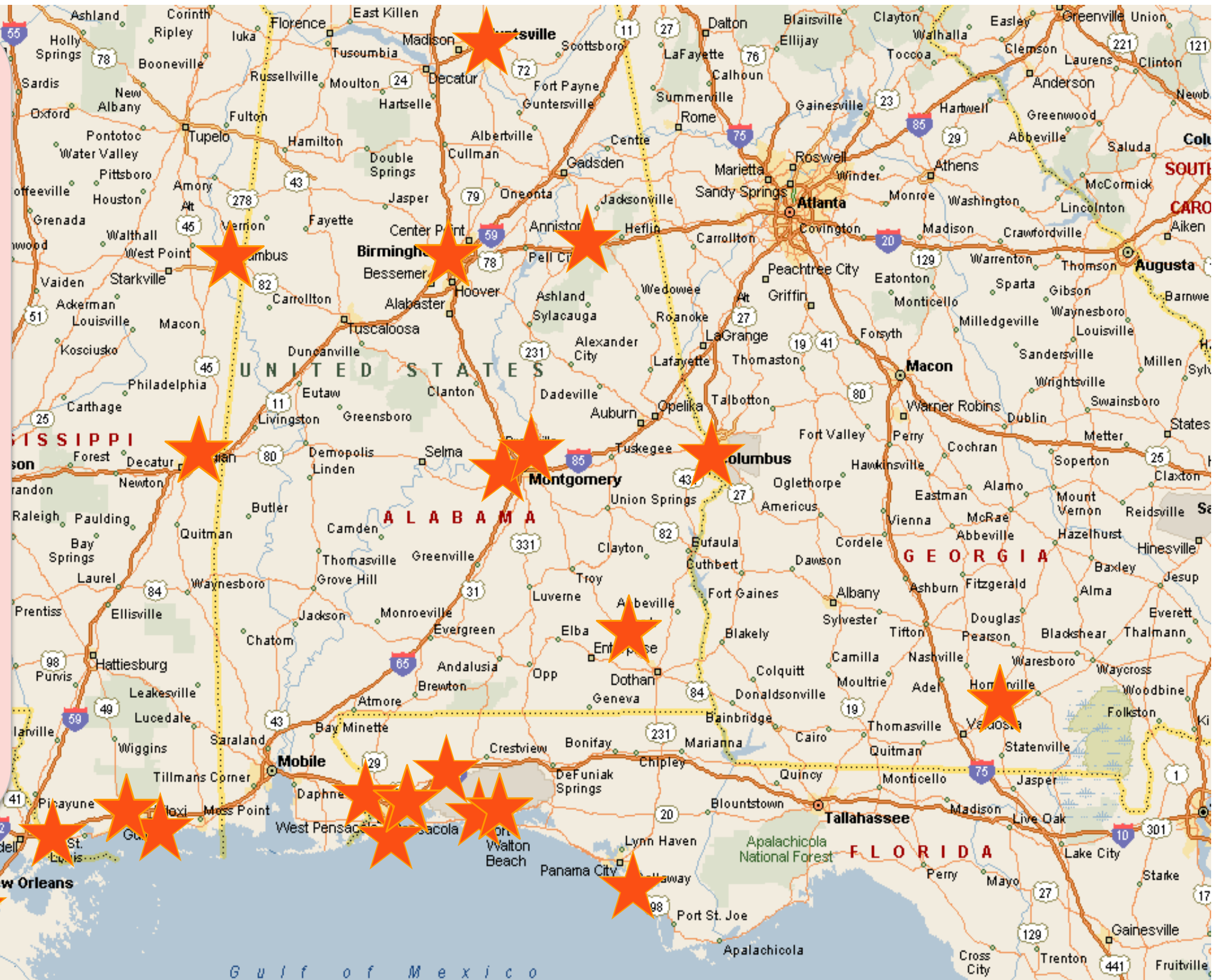
Panama City, FL



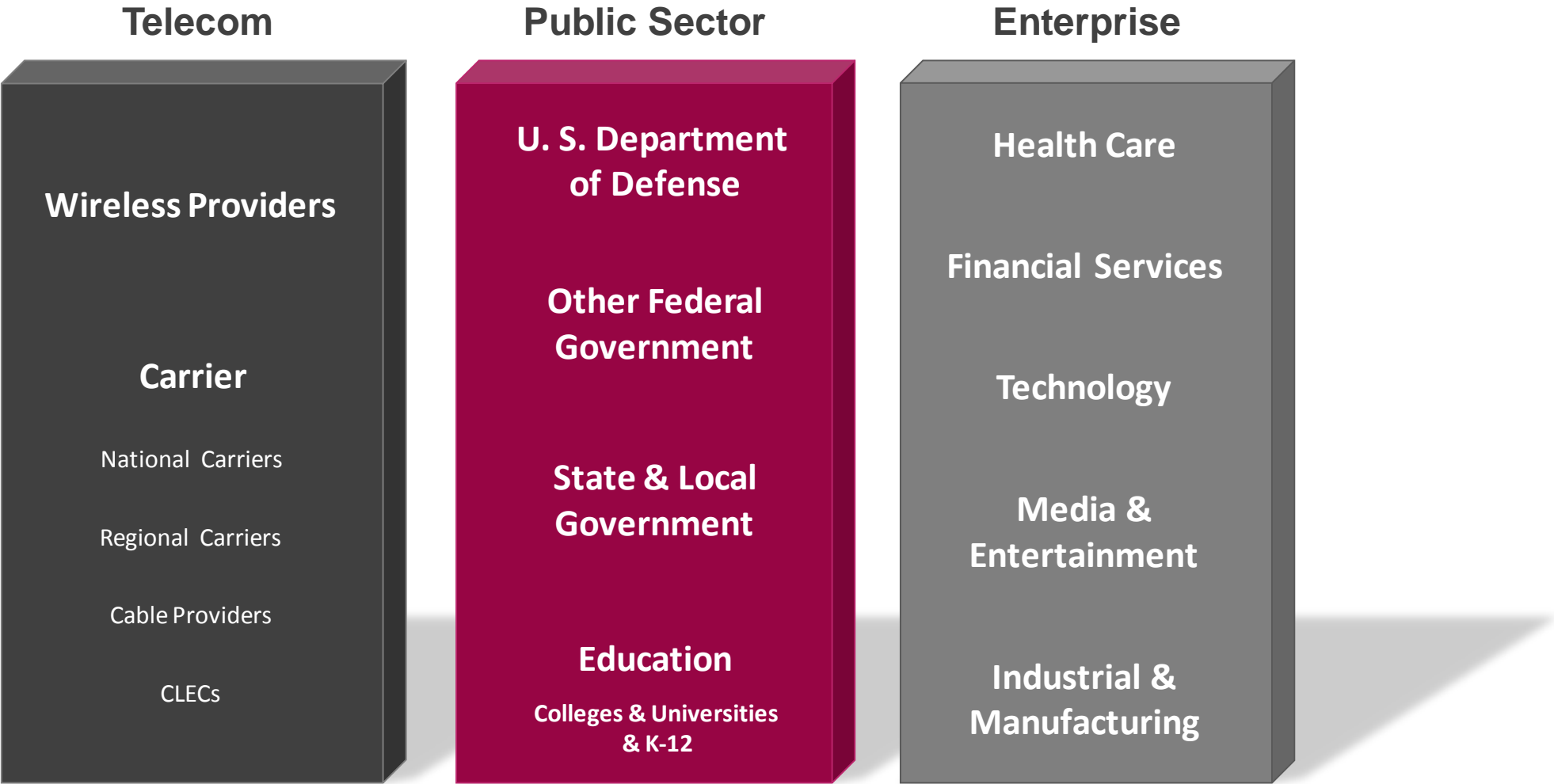
Customers

On-Net Military Installations

- 117th Air Refueling Wing
- Anniston Army Depot
- CIWT Corry Station
- Columbus AFB
- Eglin AFB
- Fort Benning
- Fort Rucker
- Keesler AFB
- NAS Belle Chasse
- NAS Meridian
- NAS Pensacola
- NAS Whiting Field
- Maxwell AFB
- Maxwell-Gunter AFB
- NCBC Gulfport
- Redstone Arsenal
- Saufley Field
- Stennis Space Center
- Tyndall AFB



Southern Light has an entrenched and diverse customer base in three segments and that include a wide variety of industries.



Small Cell Deployment

- Limited Spectrum
- Small Cell technologies supplement a single high-powered antenna with a series of smaller, low-power antennas to provide improved coverage
- Each location can handle approximately 50,000 calls per day, versus 500,000 calls for an actual cell site
- Number of cell sites expected to grow from 350,000 today to > 2.0 million by 2020
- Both an immediate opportunity and a bleeding edge service

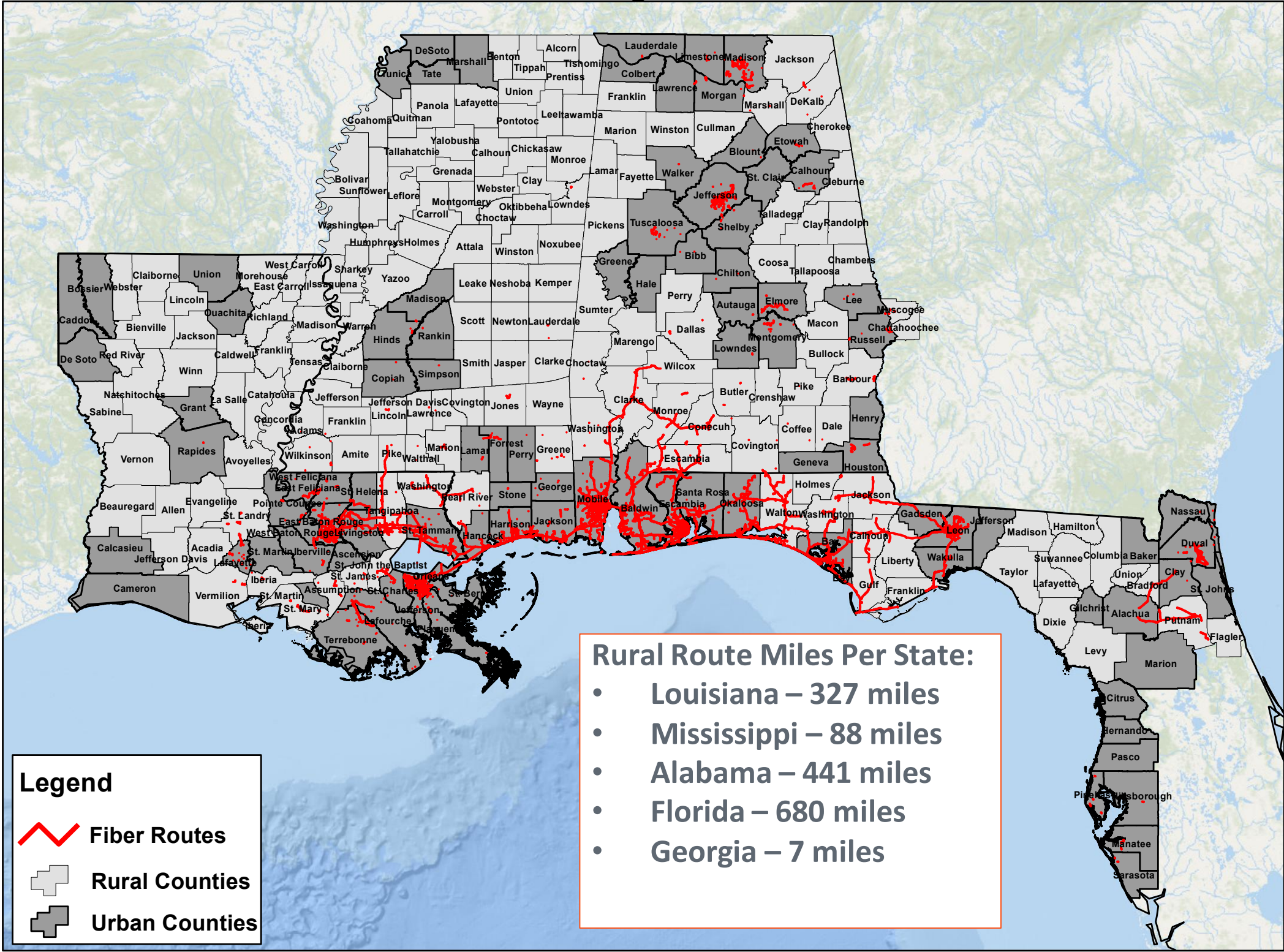


Southern Light was an early mover on Small Cell/ODAS deployment

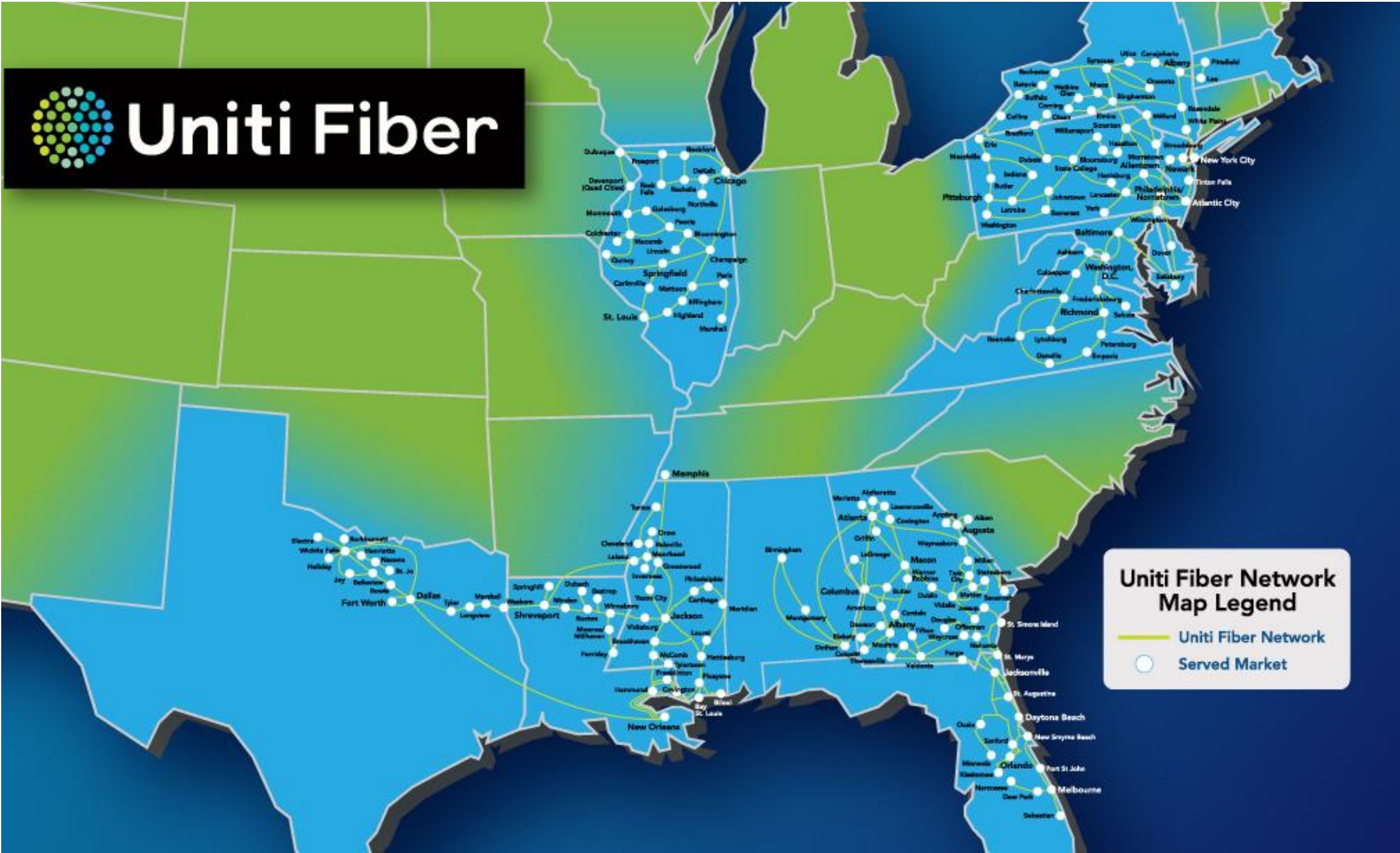
- In 2013 Southern Light launched its first neutral-host ODAS System in Fairhope
- In 2016 Southern Light deployed small cells in the Destin area
- Currently deploying 480 small cells in New Orleans
- Significant growth expected in order to support IoT and 5G



Southern Light's Network



Uniti Group to acquire Southern Light



- **Uniti Group:**
 - Publicly traded REIT
 - Headquartered in Little Rock, Arkansas
 - Provides 5,200 customer connections
 - Encompasses 2,600 municipalities
- **Impact:**
 - Access to capital and operational resources
 - Increased network reach (post acquisition more than 1 million fiber strand miles)
 - Enables Southern Light to become a diversified competitor

Impediments to deployment

- Fees (franchise, permitting, etc.)
- Inability to access Interstate ROW
- Bridge attachments
- Pole Attachment Agreements
- Small cell confusion

What to do:

- Standardized fee structures
- Education
- Incentivize municipalities and states to adopt broadband friendly policies (i.e. Gigabit Opportunity Zones)
- Standardized small cell regulations

